

Message Text

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ACTION EUR-12

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SUBJECT: US/GDR TRADE PROMOTION ACTIVITIES

REF: A) STATE 291373; B) BERLIN 5089

SUMMARY: GDR PROPOSES THAT US STAGE A TRADE PROMOTION
EVENT INVOLVING SOPHISTICATED TECHNOLOGY IN ENERGY,
CHEMICAL INDUSTRY, OR ELECTRONICS. USDOC'S REACTION
TO GDR VIEWS IS REQUESTED. END SUMMARY.

1. ECON/COMM OFFICER MET JANUARY 17 WITH DIRECTOR
GROTE AT GDR MINISTRY OF SCIENCE AND TECHNOLOGY. GROTE
WAS READY WITH A DETAILED PRESENTATION ON SUGGESTED US TRADE
PROMOTION WHICH HE SAID WAS BASED ON
CONSULTATIONS IN MINISTRY AND WITH INDUSTRIAL MINISTRIES.
HE BEGAN BY SAYING THE GDR CHAMBER OF FOREIGN TRADE
AND INTERWERBUNG, NOT THE MINISTRY OF SCIENCE & TECHNOLOGY,
ARE THE DIRECT "PARTNERS" OF THE DEPARTMENT OF COMMERCE IN
RESPECT TO US TRADE PROMOTION ACTIVITIES. THE MINISTRY HAS,
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HOWEVER, A STRONG INTEREST IN CONTENT OF US PRESENTATIONS.
MINISTRY REALIZES THAT CONTENT OF US PRESENTATION IS ULTIMATELY THE
CHOICE OF THE US, AND THAT US COMMERCIAL INTERESTS
PLAY AN IMPORTANT ROLE. MINISTRY DOES NOT WISH TO IMPOSE
ITS VIEW, BUT FEELS A "COMPROMISE" IS IN OUR MUTUAL
INTEREST.

2. FIELDS OF INTEREST TO THE GDR FALL IN THREE GENERAL CATEGORIES: ENERGY, CHEMICAL INDUSTRY, AND ELECTRONICS. IN ENERGY, THE GDR IS INTERESTED IN ENERGY-SAVING TECHNOLOGIES OF ALL KINDS, AS FOR EXAMPLE, ENERGY SAVING IN ELECTROCHEMICAL PROCESSES, ENERGY CONSERVATION IN MEMRDLDY, URBAN ENERGY CONSERVATION, AND ENERGY CONSERVATION IN EXTRACTION, LIQUEFACTION AND GASIFICATION OF LOW-QUALITY COALS. ASKED IF INTEREST EXTENDS TO SOLAR ENERGY, GROTE SAID A DEBATE IS CURRENTLY UNDERWAY IN THE GDR. AN AUSTRIAN STUDY SHOWED THAT SOLAR ENERGY WOULD NOT BE ECONOMICAL THERE BELOW AN OIL PRICE OF \$15-18/BBL., AND AVERAGE GDR EXPOSURE TO SUN IS LOWER THAN AUSTRIA. ANTI-SOLAR ENERGY CAMP IS THEREFORE ON TOP AT PRESENT AND A US TRADE PROMOTION EVENT IN THAT FIELD WOULD PROBABLY NOT BE WELCOME.

3. IN ELECTRONICS THE GDR LAGS BEHIND DEVELOPMENTS IN OTHER COUNTRIES, AND THE WHOLE SPECTRUM OF MICROELECTRONICS FROM PRODUCTION OF MEICROELECTRONIC COMPONENTS TO MICRO-PROCESSERS IS OF INTEREST. DATA PROCESSING IS NOT OF PARTICULAR INTEREST.

R4. IN CHEMICAL INDUSTRY, GDR IS INTERESTED IN RESEARCH ON CATALYSTS IN PETROCHEMICAL PROCESSES. THE GDR VIEW IS THAT CATALYST RESEARCH IS CURRENTLY THE KEY TO PRODUCTIVITY BREAKTHROUGHS IN PETROCHEMISTRY; AND HAS HAD TALKS IN THIS AREA WITH STANDARD OIL OF INDIANA, DOW, AND UNION CARBIDE. EXAMPLES ARE CATALYSTS USED IN OXIDATION OF HUDROCARBONS, POLYMERIZATION OF MONOMERS, LIMITED OFFICIAL USE

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AND ISOMERIZATION.

5. ANOTHER GDR INTEREST IS MICROBIOLOGICAL PROCESSES AND TECHNOLOGY. THE GDR IS NOT PARTICULARLY INTERESTED IN TECHNOLOGIES FOR MICROBIOLOGICAL PRODUCTION OF SYNTEHETIC PROTEIN, BECAUSE THE TECHNOLOGIES ARE VERY PRODUCT-SPECIFIC, AND THE END PRODUCTS DESIRED IN DIFFERENT COUNTRIES VARY GREATLY, WITH THE RESULT THAT THERE IS LITTLE SCOPE FOR SHARING OF TECHNOLOGIES. THERE IS, HOWEVER, INTEREST IN THE PRODUCTION OF MONO- AND DI-SACCHARIDES FROM WASTE, IN BIOLOGICAL CATALYSTS WHICH REDUCE SPECIFIC ENERGY USE IN INDUSTRIAL PROCESSES; AND IN "WET METALLURGY," THE USE OF BACTERIA OR OTHER BIOLOGICALLY ACTIVE SUBSTANCES TO PRODUCE MINERAL CONCENTRATES, ESPECIALLY CONCENTRATES OF HEAVY AND RARE ORES, INCLUDING COPPER, TIN, NICKEL AND MANGANESE.

6. IN A RELATED AREA, THE GDR IS INTERESTED IN CERTAIN TOPIC IN THE PHARMACY FIELD, INCLUDING WHAT GROTE

CALLED "GALENIK," DESCRIBED AS THE SCIENCE OF THE EFFECTS
ON THE ORGANISM OF PHARMACEUTICAL COMPOUNDS IN COMBINATION.

7. CONCLUDING HIS PRESENTATION, GROTE SAID CHAIRMAN
OF SCIENCE AND TECHNOLOGY SUBCOMMITTEE OF EAST GERMAN
GDR/US TRADE COMMITTEE, (AND DIRECTOR OF PETROLCHEMISCHES
KOMBINAT SCHWEDT) FROHN WAS INTERESTED THAT THE US EVENT BE
A SUCCESSFUL ONE, THAT IN INCLUDE VISITS BY US PARTICIPANTS
TO SITES OF INTEREST IN THE GDR AND THAT THERE BE FOLLOW-UP
ACTIVITIES.

8. EMBOFF REPLIED WITH THANKS OF FOR DETAILED PRESENTATION.
HE SAID EMBASSY COULD NOT JUDGE WHETHER FIELDS INDICATED
WOULD LEND THEMSELVES TO TREATMENT IN THE SPIRIT OF OUR
TSS PROGRAM, BUT THAT THEY WOULD BE REPORTED FULLY
IN ORDER THAT USDOC MIGHT JUDGE WHETHER PRIVATE FIRMS
MIGHT HAVE AN INTEREST IN MAKING PRESENTATIONS IN ANY OF
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FIELDS INDICATED. EMBOFF THEN SAID THAT FIELDS LISTED
APPEAR TO BE MAINLY ON THE FRONTIER OF INDUSTRIAL
KNOWLEDGE, AND IT IS NOT OBVIOUS THAT THEY LEND THEM-
SELVES TO COMMERCIAL EXPLOITATION. THERE ARE MANY OTHER
LESS ARCANE VIELDS IN WHICH US INDUSTRY HAS A GREAT
DEAL TO OFFER, FOR EXAMPLE, MATERIALS HANDLING, WHICH
WOULD SEEM TO BE OF OBVIOUS RELEVANCE TO CURRENT GDR
NEEDS. EMBOFF URGED THAT MINISTRY GIVE CONSIDERATION
TO THE LIST OF 24 THEMES ASSEMBLED BY USDOC.

9. EMBASSY REQUESTS VIEWS OF USDOC WHETHER ANY OF
SUBJECTS PROPOSED BY GDR MIGHT FORM BASIS OF A
US TRADE PROMOTION EVENT IN OCTOBER-NOVEMBER 1977.
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